

What's Next? Podcast

Malcolm Marable

[Snip-it's from Podcast] Malcolm: They agreed and he called me like, hey, China, might, the team in China might they might reach out to you, just be ready. And do you have your certificate? I say, yes. He was like, are you able to get a, do you have your passport? I say, yes. He was like, OK, well, they're going to call you. They called me, they asked for my, my resume. I sent it to them. They, they liked what was on my resume. And then they said, well, the next phase is to get your, your visa to come to China. And I kid you not I got my visa and I sent them a picture and I went to sleep. The next day the lady sent me an email and it had my ticket. I was like, oh, oh my God, this is real. Like, I'm really I'm really going to China. And so I had a conversation with them previously about...

[Bouncy theme music plays.]

[Introduction] Welcome to the What's Next? podcast. Let me just start off by saying. Not everyone has the same background. There is no road-map for success. Life begins at the edge of your comfort zone. Leaning into your curiosities. It does suck when you grow up. We're all still figuring out who we are. You can't just sit back and be silent. Black lives matter. It is the little stuff that makes the biggest difference. Do you have another hour? [Laughs]

Cody: Hello, Beaver Nation, welcome to the What's Next? podcast, I'm your host, Cody Stover. Joining me today is a guest who started a clothing brand during his time at OSU, grew into a business that he continues to build today. He also is a sports trainer whose talents have taken him around the world working with elite athletes. And to top it all off, he was at OSU for twenty ten to twenty fourteen, played for the Beaver football team and graduated with a degree in new media communications. Malcolm Marble, thanks for joining us in the What's Next? podcast.

Malcolm: Hey, no problem. I'm happy to be here.

Cody: Where are you joining us from today?

Malcolm: I'm currently in Pasadena, California.

Cody: Is that your hometown or you raised out there or?

Malcolm: Yes, sir, born and raised in Pasadena.

Cody: I have a lot of questions about the brand, but also your international sports training career. One thing I guess segueing from, from you being from Pasadena, what brought you to Oregon State in the first place? Talk to me about that and your experience at OSU.

Malcolm: Ok, so in high school, I was a, I played both sides of the ball. I was a running back and I played corner and safety. But most of my most of my, my offers started to come from the defensive side. A lot of schools wanted me to play corner. And I really didn't want to play defense on a collegiate level. So a couple of small schools offered me for running back, but I decided to wait. And then my junior year, by the end of the junior year, going into summer where we were in, we're in passing leagues and Oregon State called me at a passing league and they offered me for running back. And that's, that's all I really wanted. So once they offered me for running back, they were in the PAC 10 at the time. So it was only the PAC 10 four. [Cody: Mhm.] And I just I told them like I would commit right there on the spot. So that's what I did. And, you know, I was able to enjoy my senior season with a scholarship in the position that I wanted.

Cody: What was the experience like actually during those four years? It sounds like you had a lot going on between the brand and also being on the football team, balancing being a student athlete, education as well. What was that full overall, four your experience like for you?

Malcolm: You know, Oregon State was, was a very exciting experience for me. First of all, it's like my first time being that far away from home and that long. So I was able to become a man and just learn how to work on my time management and deal with so much freedom. But it was a great experience playing on a football team and it just

getting so much love from the, from the fans and the local businesses, like a lot of people don't know that's not from Corvallis or had never been. They don't have like an NFL team or professional team. So we are the professional team. So wherever we went, it was nothing but love we got from the fans and just let them love and support. So I really enjoyed being in Corvallis and I still have connections with many of the people, many of the people that still work there today and many people that I went to school with. But it was just it was a great experience, just, just becoming a person that I am, the ups and downs on the football field and off the field all around. It's a wonderful experience.

Cody: I was born and raised here in Oregon, and it's true. Like you said, we don't have an NFL team here in the state. And like the Portland Trailblazers and the Portland Timbers and Portland Thorns are kind of like the pro teams that the only, only ones that we got in the state on a major level. And so, like you said, the, the Oregon State and UO and those are those are kind of like our, our pro level stuff right there.

Malcolm: Yeah, exactly.

Cody: Have you been back to campus recently?

Malcolm: I think, yeah, I came back two years ago. There was like an alumni, alumni weekend. I came back for a game, I think it was against Arizona, Arizona. We think we beat Arizona.

Cody: Well, what's the, what's the biggest difference you noticed when you came back?

Malcolm: Oh, right away. The, the, the campus I mean in the stadium, there's like is a whole new part of the stadium where we can just sit there and eat and I forget what they call it.

Cody: Oh yeah. Down at like the Terrance or whatever?

Malcolm: Something to experience what it's just a whole new part and the team comes out from a different area. The locker room is way better, like I think a hundred times

better. There's, there's like three hot tubs and cold tubs and it's just like [Cody: Dang.] there's so many snacks. They get so much now like is this is it's a whole new world in the locker room. And as far as you know, where the players come out from and, and things are able to do now. So even the weight room that will be worked out and that was that's even, you know, much more developed. So it just so many things have, have happened since I've been there. And it's just like really nice to see. And I'm able to come back and, and kind of, you know, enjoy that.

Cody: Yeah, I, I was at OSU from. 2011 to 2015, so we had quite a bit of overlap there, but it seemed like the whole time being on campus, being around the sports facilities, there was like always cranes everywhere. I always tell people, like it seemed like buildings were going up, things were improving. So it's, it's crazy to hear about that. And, you know, as an athlete, you see under the hood of some of those facilities. But times are changing. And I think the experience for somebody just going to OSU now is probably different than even you and I when we, we went there just a few years back.

Malcolm: Yeah, for sure.

Cody: Ok, so I want to jump in to Just2Nice, J2N [Malcolm: Oh yeah.] the clothing brand that you started. So what's kind of the origin story of this? Where did it all begin?

Malcolm: So in high school. I was number two. Obviously, I played football and I think I was having a conversation with two deans one day and one of the deans told me I was nice on the field. And another Dean was like jokingly, he was like, you're just too nice. And when I heard that, I was like, I really like that name. So I started to write it in my backpack and then I was stitched into my hats. So I don't know if you going to Lids' but Lids is a hat place and I don't know like when they stopped doing it, but they before you could go into Lids with any hat and you can get whatever you want, stitch into the hat. So I would go in there and I would stich Just2Nice in my hats and I wear to school and people would just like be like I love that, like what is it. And so, so just hearing and hearing and all the good feedback from Just2Nice all the time before it was even a brand. When I got to college I signed up for financial aid, but I signed up for financial aid late. So I was supposed to get all my, I was supposed to get my first financial aid check like in the fall. But since I signed up for it late, I got all three checks at one time, I think in

the spring. So, like, I had like five thousand dollars and I didn't know what to do with it. I'm like, I'm like I think I was 19 at the time. I was in 19 years old with the most money I've ever seen. So I went to the mall, bought myself some, like shoes and a laptop. And then after that, I was like, what am I going to do with this? I'm not going to waste it. Let me let me start this brand, this clothing line. So I went online or... Terron Ward was was one of my closest friends at the time. And, and he was like around me when I was when I was making up the ideas for starting the brand. And then his mom actually told me how to go online and look up getting the LLC. So I did that. Then there was a place called Corvallis Customs. And I don't know if they're still up, but it was a place called Corvallis Customs in Corvallis that did screen printing. So I went there and I ordered some, some crew necks off of Heinz.com, just some blanks. And I went over there and I made a logo. Somebody on campus made me a logo. And then I got some crew necks made. And then I just posted on Facebook that I'm now selling crew necks and a bunch of the cheerleaders and football players and, you know, people on campus bought them. And after that, we, you know, me and Terron and a couple of the guys, we kind of made it a thing like we're the Just2Nice crew and, and then it was popping around campus.

Cody: Yeah.

Malcolm: So, like that's how it happened.

Cody: And, and I remember, too, I didn't have any of the apparel at the time, but I remember seeing the logo around and asking, like, what is that brand or that company? So it seemed like people started, it kind of started to take off and people started kind of wearing it around, requesting it. Hearing you tell that story, though, for me, it seems like a lot of people, especially in college, have these, these ideas or they have things. And it sounds like you kind of just took them and just took it one step at a time and turning it into something real. Like what was that process or how important would you say was actually, just like you said, going down there, getting, getting the logo done, getting it printed, getting it started? Like, what would you say to somebody who has those ideas but hasn't really taken the actions yet?

Malcolm: Yeah, I would say taking the action is more important than the ideas, because a lot of the things that I didn't know really didn't matter to me. Like, I just had the instinct to start, like I would think about it all night, like I need to make this brand real and make it, you know, take it out of my mental and put it into my physical life. So it would just bother me all night when I didn't have any products. So I finally just did it. And everything else I figured out on the way, like I had no business background, I had no idea how to run a business. I had no idea how to make a website. But all those things just came to me as I went along, you know? [Cody: Mhm.] So I think a lot of people, they spent a lot of time focusing on making everything perfect before they start. And the most important thing is just to start.

Cody: Mhm, I feel like I hear that all the time, but it's still the hardest thing to do. And if you're not doing it, then you're not you're not taking the steps forward. So that that's great to share. [Malcolm: Thanks.] So catch me up on. So then you, you have this brand through college. [Malcolm: Mhm.] Take me to when you get out of college, like kind of taking those next steps, like what's the decision? Did you have a decision to make on whether to keep doing it after college or kind of talk me through that?

Malcolm: Yeah, no doubt. So, so as we progress in college, the brand got bigger and bigger. We got a website, we had people coming to us. Like one guy came up to me. He said he wanted to invest. And I was like, man, I don't even I don't even I don't even think I had the brand yet, you know? So I was like, I'm doing Just2Nice. I don't really know the direction for it. Our motto was "Still College Kids Tees," which is now "Live Life Confident." So we weren't fully developed. We were just, we were just making shirts, you know, so I wasn't ready to, to have an investor. But at that time when we were leaving college, the model had changed to "Live Life Confident." Tarron was, you know, one hundred percent, my business partner by then. And, but Tarron went to the NFL, so he wasn't able to really help out as much. And it was just me and I tried out. Obviously, I did the combine and I did some CFL trials. But, you know, the cards didn't they didn't fall in my favor, so I had to start working. So the choice to stop doing Just2Nice, of course, that crossed my mind a few times. And I, I wouldn't say I stopped, but I just, you know, I kind of slowed down because I had to focus on, you know, surviving. [Cody: Mhm.] You leave college and you're trying to get a job and, and you're trying to survive is hard to do the brand and working nine to five. So, so I never, I never really stopped. But I did slow

down a little bit. But, but that that decision of stopping did cross my mind. But, but once, it crossed like once [Cody: Mhm.] and then I was like, you know what, this is my passion like, I can never stop no matter. I would even go into job interviews and they would be like, why? Why do you want this job? Or like, what do you truly want to do? And I would just look at them and think about Just2Nice.

Cody: Yeah.

Malcolm: You know I'm saying it was like.

Cody: That's probably a sign right there.

Malcolm: Exactly.

Malcolm: That was the most frustrating thing ever. It's like I'm going to these job interviews to survive. But on my mind, while I'm at this job, I'm thinking about making new designs were Just2Nice. Like, what are we going to have our next pop up or, you know, how to get more sales online just. And that's all I thought about all day. And, and like you say, that's a sign. And it made me realize that, yes, I need to get a job to survive, but I need to be taking that money to put into my passion. [Cody: Mhm.] And that's what I did. I continue to work on the side. And, and then I figured out that I was a great trainer. So I started, I started doing personal training and that allowed me the freedom to, you know, make relationships, [Cody: Mhm] train people and tell them I have a clothing line and I had so much support. And by that time, Tarron had maybe two or three years in the league. And then when I got to China, when I got the China offer, he was done. So he was able to, you know, take over operations and basically do everything I was doing while he was in a league. And then and then I went to China. So, you know, everything happens for a reason and it worked out and it is working out, especially right now.

[Bouncy theme music plays.]

Cody: Hey listeners, the What's Next? podcast is brought to you by OSU Next, an alumni network, in partnership with the OSU Alumni Association. And we want to help

Beaver alums find more wins at different stages in life. Freshen up your life skills, job search and financial planning strategies with the Winning in Life After College live webcast series. Hear from fellow professionals and alumni for tips that will launch you towards your next career move. View the series at osualum.com/winning. Now let's kick it back to Malcolm.

[Bouncy theme music plays.]

Cody: I want to dive in more to the China stuff you mentioned and also the athletic training, but really quick to just kind of ask a few more things about Just2Nice. So you, I know you guys have now have a full e-commerce shop, lots of products up there. How, how did you kind of go from, you know, just, just selling these on campus and then when you came out to really kind of legitimizing it and building it into a full e-commerce shop, you said, do you also do pop ups and those sort of things in the retail space?

Malcolm: Yeah, yeah. So for our pop ups, we'll like rent out a space for a day and just set up and probably do it for like five hours and have it like a, a one day shop.

Cody: I know, like the e-com space is, is something that's hot and there's a lot of there's a lot of competition across the board of people starting things. And the ease of starting something is easier than ever. How do you guys, I know your slogan is "Live Life Confident." What's kind of like the vision behind that and how does that kind of help you stand out?

Malcolm: So like I said before, the initial model was college kids tees. Like we were college kids - we were having fun, we were throwing parties. We were we were on the football team. We were just cool kids with a clothing line. So that was the original that was the original model. But it... During college I got recruited as a running back and then the coach who recruited me, Coach Davis, he went to the NFL and a new coach came in. And the new coach, he had a totally different style, a different idea for me, and it just didn't work very well and it kind of killed my confidence. So, so I ended up performing not, not very well. And then it came to a point where I basically wasn't getting that many reps. And then we were going to a new season. And I was like, well, look, I'm not getting any reps and we're trying to choose a starting running back. How is

it working? And I had a conversation with the coach. And then the next morning right after the conversation, I'm in Coach Riley's office and making a decision to go to the defensive side like, you know. I'm saying so. [Cody: Mhm.] So, yeah. So I had I had a choice to either leave Oregon State while I already had this business and go back to Pasadena and try to probably play at a junior college or stay and go to the defensive side. Or just stay on the offensive side and know that I'm not I'm not fit for the scheme. [Cody: Mhm.] So I made the choice to go to the defensive side and just fight for my spot.

But that probably was the best thing ever for me, because that's where the motto Live Life Confident came from. Because when I switched from, from the offensive side, where I was extremely confident to the defensive side where I had no confidence at on the collegiate level, because I'm you know, I'm guarding Marcus Tweeden and Brandin Cooks every day at practice. They're toasting because, you know, I'm just getting over there. So it totally took my confidence down to level zero and I had to look myself in the mirror every day is like, you know, you have to become good on the defensive side. You know, you don't want to get embarrassed every day.

So I slowly but surely climb back to the top. And by my senior year, I was able to start a few games. And, and that's where the motto came from, [Cody: Mhm.] Live Life Confident. I was I was only able to climb back to the top and, and be good on the defensive side because I showed up every day with a positive attitude that I was going to be better. And I just showed up on the field with confidence. I would literally give myself pep talks every day, like, you can do this. [Cody: Mmh.] Do what you've studied, work on the mechanics and the movements of a defensive back and slowly but surely and I'll watch film and I got better and better. So that's the motto for, for the brand. But that's also the motto for my - Live Life Confident. Because if you do that, you can literally obtain anything you want.

Cody: As you're telling that story, Malcolm, it just makes me think that there's so many parallels between... You're kind of comparing this to a journey you went through in an athletic space. But I think also to of the listeners out there who are in different spaces, it's can be the same thing. I started a new job last year with a tech company, was my first time working in tech. And it's easy to be like, you know, a little bit thrown at the start

because there's all these people who, you know, who are building web applications or developers or they're engineers and they're, they're so good at what they do. And it's easy to step into that situation being somebody fresh who's trying something new and say like, you know, what am I doing here or what? Do I belong here? And so just, just as you were telling that story, I think it's helpful to shout out to that whatever industry you're in, that that's definitely a journey you might you might come through. So I'd love to hear the background on the Live Life Confident and what that means to you.

Malcolm: Yeah, no doubt. Like, no matter what you're trying to do, you're going to go to a point where you enter a realm of something you're not confident with, [Cody: Mhm.] like literally no matter what you're doing. So I feel like I didn't choose it on purpose. The motto Live Life Confident chose me and it is just perfect for the world. Like Just2Nice can be noticed around the world or just because of our motto, [Cody: Mhm.] like people like here. But the motto of Live Life Confident resonates with anybody that's trying to better themselves. [Cody: Mhm.] You know what I'm saying? You joined the tech company because you're trying to move up on the ladder of life.

Cody: Right.

Malcolm: You're going to start at ground zero. Everyone starts at maybe as an intern. You know what I'm saying? Even football, like as a freshman, you're basically an intern. You're doing the plays and no one wants to do you're probably on a scout team. Your confidence is low. But if you show up every day and tell yourself you can do this or I belong here, you know I belong here, [Cody: Mhm.] so I'm going to show up as that. And pretty soon, you know, you'll believe it and everybody else will.

Cody: [Mm hmm.] And knowing, too, that you've got to go through that journey, you're not just going to be able to, you know, instantly, you know, be the best at something or look back and be like, wow, I gained confidence if you don't go through those growing pains and those middle parts. So, yeah, great shot out there.

Malcolm: You got to start you've got to start from the bottom and make your way up. And it feels the best too like, like I said, I didn't I didn't like switching over, but going through that and surviving and then playing on the field on the opposite side of the ball

was like, wow, I can do anything. [Cody: Mhm.] You know, that that allowed me to feel the most confident ever in my life and let me know that I can do anything. So now the way I walk around in life is, is exactly that way – Live Life Confident. [Cody: Mhm.] I can do anything. So so yeah. Like I said it, this resonates with anybody. No matter what you're doing, no matter if you're a chef, you know, you go to a new job, you're new there. You got to walk in there like I'm supposed to be here and then everyone else will believe you will.

Cody: [Mm hmm.] Thanks for sharing all that about Just2Nice I want to pivot to over to the athletic training side of things, sports training side. Talk me through that. How did that get started and then where did you get momentum with that?

Malcolm: So training started, basically, like I said, when I got out of college, I was looking for a job. And one thing I'll say to any of the any of the listeners that are still in college, make sure whatever you're studying or majoring in, you gain a skill that you can get a job in. Like, so you become so good in one thing so valuable and one thing that you are confident in getting a job in that, [Cody: Mhm.] because I did communication and I was OK in a lot of things, [Cody: Mhm.] you know I'm saying? Like, I can do a lot of things, but I couldn't I didn't have, like, an extreme amount of value in one thing. And once you get online and you start looking for jobs, they're like, we need somebody that's great in this or great in this [Cody: Mhm.] or you have experience in this. And that was my mistake. So I ended up working a couple of sales jobs that were awful [Cody: Uh huh.] just to just to make some money. But as I was doing that, I would always, like, go by the park or I would see young guys getting ready for college or getting ready for the NFL and they'd be training with trainers that just, you know, I didn't think were good at all. [Cody: Mm hmm]. So, so I. I was like, you know what? I'm going to get into the fitness business. So and I've been around it my whole life, so I'm going to get a job at LA Fitness. So I got a job at LA fitness. And I was training there. And it was it was good because I was training I was learning about the body I was on about how to build muscle. But it wasn't the type of training that I liked. I like sports, but sports performance training. So luckily they, they opened up a new a new LA Fitness, but they opened one in Glendale. And I was working at the one in Hollywood. So the boss was like, we're opening a new one in Glendale. And I know you live in Pasadena, so wouldn't you like to move to that one when it opens? I was like, of course, as close to my house that's

perfect. So they open a new one. And I was working there for like maybe three weeks and I was doing pretty well. And then some guy comes in and he signs up for, he signed up for the gym to, to come to the gym. And he tells me he has a son that runs track. And I'm like, perfect. Like, I'm a, I'm a speed coach. And at the time I wanted to be a speed coach, but I never had a client. So I was just telling him that I was because I knew I could.

Cody: Live Life Confident, right? There we go.

Malcolm: Exactly. Exactly. So, so he was like, yeah. Like, how much would you charge me to train my son? And I was like, I'll do it for free. And he was like, oh, you do it for free? I was like, yes. And he was OK, well, let's set it up. And I trained his son on like a Saturday. And when we were done, he was like, look man, my son loves it. That was the best training, you know, we've ever seen. I can't let you train him for free here's forty dollars. So he gave me forty dollars and I kind of set my base pay like I was OK, I'm a 40 dollar an hour trainer. And after that, I started training more and more athletes and I started reading more books, started getting to the nazeem books and books about speed and books about the body. And I took, I took what I knew from college. [Cody: Mm hmm.] So I worked at a high school. It was my first spring coach job. And I took this team that hadn't won league in 12 years. And they when I coached for the first year as speed coach, we won league. So that let me know that I was a great coach and I could coach a whole team. So after that, that went to my resume and then I worked at CAT's and worked the athletic games. And the next summer I got a call from, from one of the coaches that was on the same team. His name is Danny Harris and he was a, I think, nineteen eighty four silver medal medalist in the 400 hurdles. And China called him and they wanted him to coach the team, the 400, 400 meter runners. And I think they did one season and they didn't do very well when he got there. And he told them, [Cody: Wow.] like, we need a better strength and conditioning coach. I know someone can we reach out to him? And they agreed. And he called me like, hey, China might, the team in China might they might reach out to you. Just be ready. And do you have your certificate? I say, yes. He was like, are you able to get a, do you have your passport? I say yes. And he was OK, well, they're going to call you. They called me. They asked for my, my resume. I sent it to them. They, they liked what was on my resume. And then they said, well, the next phase is to get your, your visa to come to China. And I kid you

not I got my visa and I sent them a picture and I went to sleep. The next day the lady sent me an email and it had my ticket.

Cody: Oh my gosh.

Malcolm: I was like, oh, oh my God, this is real. Like, I'm really, I'm really going to China. And so I had...

Cody: That's craziness.

Malcolm: I had a conversation with them previously about how long I can stay. And, and I was like, you know, I can stay anywhere from two or three weeks to come out there and try it out and see how the athletes like me see how I like them, [Cody: Mm hmm.] see if I wanted to live there. And sure enough, the next day they sent me that ticket and it was for three weeks. So they flew me out. I stayed there for three weeks. I trained, I trained the shot putters they have at the facility that I was at. They had the best shot putter in China and I trained the shot putters. I train the sprinters and I train the multi events. And they were supposed to wait three weeks to tell me if they wanted to keep me or not. But I had a job working at a school at the time and the principal was calling me at the same time, like, hey, are you coming back? Because this was in August.

Cody: Yeah, [Malcolm: She was...] like the school year is about to start.

Malcolm: Exactly. So she's blowing up my phone and I'm like, well I got a week left to know if I got the job or not. So, so I just told them I went to the office and I took my translator. I had a translator and I went with my translator and I was like, look, you tell the boss that my, my principal at the school I work out is calling if she needs to know if I'm going back or not. I think I've done enough work here that you guys know if you want to keep me or not. And then she translates, then he said something back and she was like, yes, we want to keep you. [Cody: Wow!] And I was like, perfect. So that started my journey in China and it went all the way through the coronavirus. [Chuckles]

Cody: Ok, so how, how long then were you there? What was that timeline?

Malcolm: So I, I flew to China early August.

Cody: OK

Malcolm: For three weeks and then they told me I got the job maybe like August twenty first [Cody: Uh huh.] and I flew back home maybe for like ten days, got all my stuff, you know, had a little going away party. And then I flew back to China and started my first day on the job September 1st.

Cody: Wow. And then we're there all the way through March or something this last year when, when covid blew up?

Malcolm: Yeah. So I came back a few times just because I still had, I didn't have a worker's visa, which is six months. [Cody: Mm hmm.] I had like a traveler's visa because, you know, you got to go through another process [Cody: Right.] for that. I would go back and forth. If I came home, it would be like for a couple of days and I would go back just to reset my visa.

Cody: Yeah. And what was it like? Like where were you living at this facility and training every day? Or like what was the day to day looking like?

Malcolm: The day to day was so easy. I literally, so I lived in a suite on the second floor and the facility was right downstairs. So I would, I would just get up, eat breakfast. They had breakfast, lunch and dinner on campus. I could eat there. I can go off for food but the food was pretty good so I ate on campus. We had it's a state of the art facility, like everything that you can ask for, they have a right there to have an indoor track, outdoor track. They have like three gymnasiums. It's like it's just amazing. But I was right on campus. I worked maybe three and a half hours a day, four days a week. It was the easiest schedule I've ever had. And I just was doing what I love. And I was obviously getting paid pretty well. So it was an amazing experience. And, you know, the Chinese athletes, they look at Americans as like the number one. So every time I would speak, no one talked. They listened. They held on to everything I said. It was like the best

experience as a coach you can never have [Cody: Wow!] because everyone was trying to get better [Cody: Mm hmm.] and they're trying to listen to the American coach.

Cody: Were these people vying for Olympic spots?

Malcolm: Yeah, so, so in China, they have their own. So some of them. Some of them. So we have one guy that could have went to the Olympics. He was our shot putter, he was the best shot putter in China. And then we also had the best hammer thrower in China. [Cody: OK.], but our sprinters, our spinners were OK, but not Olympic good. So, so China has their own Olympics called the National Games, [Cody: Mmm.] and that's where they're that's what they really prepare for. So the national, when I first got there, I was there to prepare them for the National Games. Some of them might have went to the Olympics and probably qualified and then got knocked out the first round. But they, they were focused on the National Games and that was set to be in 2021. That's back before the coronavirus happened and the Olympics were supposed to be in 2020.

Cody: Yeah. This year.

Malcolm: Yeah. So, so yeah these were, these were the top. I was working with the top athletes in Doli in China. So each providence or each province has their own top athletes and then when they get closer to the National Games or the Olympics, they all go, they send their top.

Cody: Wow. That's so interesting. It's crazy to me that you started this story by basically telling us that somebody came into LA Fitness ask will you trail my son, and you said I'll do a free. [Malcolm: Yeah.] And how, how much longer was it? And then till you're sitting there in China training these elite athletes, like, what was that like a year or like eight months?

Malcolm: No, no, no, no. Um... [chuckles]

Cody: OK, OK. [chuckles]

Malcolm: It was probably like two and a half years.

Cody: Still, that's craziness.

Malcolm: It is. It was a fast leap because, because once I trained that one kid, I knew what I wanted to do. [Cody: Mm hmm.] So like I got into the books. I studied, studied, studied. And I just put, I just poured, I just poured my heart to my craft [Cody: Mm hmm.] and people can see that. They're like man your into making people faster, and that's what I was doing on a high level. And the guy, that Danny Harris, that told them about me, he coached with me. So he saw my passion. So and he knew I worked at CAT's athletic games. So he's like, man, if he works there and he must be qualified.

Cody: It sounds like you're pursuing a passion, you're going to something that you can easily put your whole self into on a day to day basis. And one thing I wanted to ask, because I think because everybody's out there saying, what's my passion? Like, what, what can I find a career in my passion? But I think sometimes people overdo it or they or they, you know, do it so hard or not the right way to the point where they get burnt out [Malcom: Yeah.] when they're when they're really going after a passion and trying to separate that work life balance and those type of things. What can you talk any to that do or have you had any experiences where you where you have got burned out and how do you avoid those and how do you keep going with the same level of passion for those things?

Malcolm: So I, I can think about it just like a few times. Any time I've gotten burnt out with Just2Nice, it just means that I'm doing, I'm doing too much meaning, like I'm the creator. I have ideas for, you know, the next logo. How we should do our pop up. The way we should market ourselves. If I'm getting burnt out it's because I'm doing the photography, the videography. I'm doing the website. I'm doing, you know, I'm styling. I'm doing things that I shouldn't be doing. [Cody: Mm hmm.] You know what I'm saying? I feel like if you're doing your passion, you don't really get burnt out because you're doing what you would, what you think about all night, what keeps you up at night, what you wake up first thing in the morning. So when I'm when I'm doing the creative part, I don't get burnt out [Cody: Mm hmm.] because it literally energizes me.

Cody: So kind of identifying what it is, is that that gives you that drive, but also putting up a barrier to the things that that, you know, will take away from it. Is that is that kind of the takeaway there?

Malcolm: Yeah, it's like... So I found out what I, what I wanted to do. Like, I found out that I wanted to train. Obviously I have two passions - training and Just2Nice. But I found that I wanted to train by doing a bunch of stuff. Like I did sales. I did, I did all kinds of, [Cody: Yeah.] I did laborer work. I did all kinds of stuff. And I found out what kind of stuff I didn't want to do. [Cody: Mm hmm.] And the more you, you do, you find out what you don't want, the closer you get to knowing what you do want.

Cody: Yeah.

Malcolm: You know, so that I'm doing all those things, allow me to get closer to what I do. And once I found what I do want it was just like a switch. Like, oh, this is it. This where I'm supposed to be.

Cody: Do you feel in the sales and labor job you talked about like that weren't your favorite thing. Do you feel like you still took something from those like that you still use today?

Malcolm: Of course. Like first of all, customer service, how to talk like with, with Just2Nice. I make, I make a lot of sales just by talking to people and being nice. I'm saying. So any job that I didn't like, I learned how to talk to people. I learned just how to how to deal with certain situations. I remember I worked at, I even worked at a group home and it just it taught me, it taught me how to show empathy [Cody: Mm hmm.] to situations that I've never experienced. You know, so every, every situation that we go through is just preparing it, preparing us for our end goal.

Cody: Mm hmm.

Malcolm: It's like, it's like adding to your utility belt. It's like adding tools to your utility belt. Like, you might not you might not think that you're supposed to be at this job, like all this job is stupid. Why am I even going? That might be true, but there's something to

be learned at this job that you consider stupid. [Cody: Mm hmm.] So show up every day with a positive attitude because it's not going to be forever. [Cody: Right.] Like this or like the law of life is to grow. All of us are growing. The job that you were at two years ago, you moved on. You know, I'm saying so show up. Show up with a positive attitude, knowing that it's not forever. So get the best out of it and learn the lesson that you need to be, that needs to be learned.

Cody: Mm hmm.

Malcolm: So to answer your question about getting burnt out, we like to talk about training. There's all types of training. If I'm, if I'm trying to be a power lifter trainer, but I'm supposed to be a speed I can get burnt out because that's not my passion.

Cody: Mm hmm.

Malcolm: I think we need to identify what we're passionate about and only do that. [Cody: Mm hmm.] And if you can't only do that because, because back to what I said at the beginning, I couldn't do Just2Nice right out of college only because I had to get a job and survive. So sometimes you're not only able to do just your passion, but identify what your passion is. And maybe you need to get a nine to five to support your passion, but do your passion on the side until the side hustle becomes the main thing.

Cody: Right. And yeah. And I'm thinking back to what we talked about earlier about just the whole Live Life Confident thing. And when you were talking about coming on to the football team and switching to the defensive side and, and figuring things out, like I was coming into the tech industry, like it's totally easy, I think, to say, OK, I'm really interested in this one thing I'm coming into, but then to look at everybody else and all their expertise and skills and be like, oh, man, I got catch up to everybody and everything so I can be valuable. But like what you said right there, like identifying like what truly is the thing that you want to get good at and that you want it that gives you energy. [Malcolm: Yeah.] Yeah, that's so valuable. Because if you try to be every, every single thing that everyone else is being, you're not going to make it. [Malcolm: It's draining.] You're burnout.

Malcolm: It is draining. It literally drains your energy. So it's like we all have talents that we were blessed with from day one. And once you focus on that, it's called a purpose. Once you figure out what your purposes is, you need to live within your purpose every single day and you'll be energetic like people, people looking I used to go to these jobs I didn't like. And people would be like, why are you so happy? It's like, well, I'm living. I'm not in my purpose because I'm here with you, [Cody: Mm hmm.] but I know what it is and I'm moving towards it.

Cody: Right, on that journey.

Malcolm: Yeah, exactly.

Cody: Do you think... I know we just got a few more minutes here, but do you think you'll go back to China after, after covid is kind of back to safe standards for, for traveling, those kind of things?

Malcolm: Man, I'm a keep it 100 with you right now. So I took the China job, first of all, because it was a great opportunity to work with the athletes [Cody: Mm hmm.] and build my build my value. But, man, I had to go. I had to be in quarantine in China and a lot of people don't know. But if you follow my Instagram, I kind of talked about it. But people think when you come back to America, you have to go into quarantine. America does not make you quarantine. I came back and forth and went straight to my house like it was nothing two times during the coronavirus. In China, they do not play around. You fly into China and they bus you to a hotel and you stay in the hotel for two weeks and you eat. All you eat is what they bring you. I had three times they had a Chinese food. They have a menu with nine items. First of all, I don't eat pork or beef. So that nine items went to four items. And, you know, they got old after, like 14 days and, you know, I'm in a hotel bro. Like I've never been, I've never been in jail in my life, but that was a closest experience.

Cody: So you're not leaving the room even during that time?

Malcolm: You don't get to leave the room. [Cody: Wow.] Like they bring you water. They knock on your door three times a day for water and food. [Cody: Yeah.] So, so to

answer your question... I took the job to, to, to build my value in my résumé, and I think I've already done that. When I came back here, so many people, so many opportunities, I never thought I could get people are reaching out to me. Like, you know, if you were able to work in China and do what you did there, then obviously you're valuable, I want to reach out to you. I want to hire you. So I was going to wait until after my contract was over in twenty, twenty one and kind of build my value back out here. But I'm already doing that. [Cody: Yeah.] Like, I've already linked up with a couple of people that want to start some big things. And I got a lot of clients now. So everything I wanted to do when I came back officially in twenty, twenty one, I'm already doing now and I think I will it would I would be a fool to go back to China and totally kill this momentum.

Cody: Yeah.

Malcolm: So to answer the question I think my mind is made up and I don't think I'm going to go back.

Cody: Yeah but again, it sounds like it was a piece of that journey that you wouldn't change, probably.

Malcolm: Oh yeah. I wouldn't change it for the world. I had a great time. Pre coronavirus, China was popping [laughing]. [Cody: Mm hmm.] So I wouldn't change it for the world. And it definitely taught me a lot. And like I said, I grew my value. Like, I don't know if you know who Joe Kovacs is, but Joe Kovacs is the number one shot putter in the world. And he flew out for a week to kind of teach me and teach the other shotput coach how to shot put. [Cody: Wow.] You know, because like I said, we had the number one shot putter in China. So Joe Kovacs is the world champion two years in a row. So he, he's American. And if the Olympics would have been 2020, he definitely would have won the Olympics. And I still think he'll win in twenty, twenty-one. So but what I'm saying is, like, I got a chance to work with guys like that, even if it was just for a week, I got to meet Joe Kovacs and, and talk with him and work with him and just gain some experience I would have never got out here. It made me that much of a better coach to work with athletes that don't speak the same language as me [Cody: Yeah.] because that meant that I really had to know what I was doing at that point.

Cody: Mm hmm.

Malcolm: You know, it's like playing charades, you know.

Cody: Totally. Ok, so I want to wrap up here with just a few fun segments, the quick hitter segments that we've been asking all of our guests on here just to learn a little bit more under the hood of the life of Malcolm. But so, yeah, this first one is one that we call What's Got You Hooked? So this one is whether you are a Netflix or Hulu guy, podcast super fan or maybe you're more of the reader type, we want to know what's that show or that form of content that you're consuming right now?

Malcolm: Right now, it's just like I listen or so I go to YouTube and I listen to these like self-help talks. And it's like all these positive, like you can do it [Cody: Mm hmm.] type of talks from these guys that just speak nothing but positive energy. Like I listen to those, I go to bed on those. I wake up to those. And just reading. Like I read books about business. I read books about manifesting what you want, you know, reaching your goals. I read all those type of things just to just to make sure I'm thinking right and being positive all the time. And, and I'm just moving in the right direction. I don't really watch shows. I just I read business books and I listen to those, those positive, [Cody: Mm hmm.] like positive mental messages. Like with the soft sound, you know, what I'm talking about, with the one.

Cody: Yeah, yeah. Love it.

Malcolm: I'm all over it now. That's got me hooked.

Cody: This next one is called what are you munching on? So we know that physical distancing, social distancing has us all chillin at home a lot more these days. In the last few months, what's been your go to food spot or for takeout or for grab and go during these times?

Malcolm: Oh, man, it's a great question. Honestly, I've been I've been going to the store and I've been cooking a lot more. I've been making smoothies like I've been making

spinach and kiwi, strawberry blueberry smoothies, like, I guess nobody's business. But I don't know. I've been making a lot of oven pizzas. [Laughing]

Cody: I love it. I was going to say, like, this question backfires on me sometimes because a few of our guests so far have been telling me they've been just cooking a lot more, which is awesome. But I'm looking for those people who are like, yeah, I'm at Little Caesar's every day, you know. [Malcolm: Laughing] Oh, I'm glad everybody's being healthy, though.

Malcolm: Yeah, for sure being healthy right here.

Cody: Ok, this this last segment before we wrap up is one that we're calling globe or garage. So the concept behind this is whether you're an avid traveler, hence the globe or you're a proud homebody, hence the garage, when it's safe to travel again, what's one place on your on your travel bucket list that you'd go to? Or if you're more of the homebody type, what's a project or hobby that you're taking on?

Malcolm: Man, as soon as I'm able to travel, I'm going to Fiji. [Cody: Mmm.] You can mark my words. [Laughing] You can check my Instagram.

Cody: Why Fiji?

Malcolm: It's been on my list. So first of all, I never heard of it, but Brandin Cooks and Storm Woods would just always talk about it. And I was like, these guys are trippin like there's no place called Fiji. That's like water, you know. [Cody: Chuckles] That's before I was I was educated, you know, in, about the world. So but I found out it's a real place. And I met on Instagram some, some girl bought a Just2Nice hoodie from Fiji.

Cody: Wow.

Malcolm: And I'm like, wow. Like, I definitely got to visit. And like me and her became friends. She's like, yeah, if you ever want to come here like, come on over. And I'm like, all right. Its beautiful over there and it's on my bucket list. So as soon as these flights open up, you're going to see me over there in the water.

Malcolm: Yeah, and that's way out there in the Pacific too. [Malcolm: Yeah.] That would be amazing.

Malcolm: Yeah, that's me. That's where I'm going for sure.

Cody: All right. Fiji, put it on the list everybody who's listening. All right Malcolm, well I really appreciate you coming on sharing all about Just2Nice and that journey as well as your journey with sports training. I'm astonished that you basically have two businesses going on. You still find time for the, the self-help and positivity content there. So it's all coming together. And appreciate you sharing all those stories.

Malcolm: Oh, yeah. No problem, man. Thanks for having me.

Cody: Yeah. To all our listeners out there in Beaver nation. We'll see you next time.

[Bouncy theme music plays.]

Cody: Hey listeners, if you are interested in checking out Just2Nice apparel, you can visit j2nclothing.com and follow along on Instagram @j2nclothing. Malcolm also is accepting new in-person and virtual fitness and sports training clients. Those interested in taking the next step in their fitness journey can get in touch with him via Instagram on his personal page @mrjust2nice. We'll put these links in the show notes as well.

And also our goal at OSU Next and the Alumni Association is to build community, and that includes creating connections and sharing these unique stories with the rest of the Beaver nation. If you found this episode of the What's Next? podcast valuable, you can help us achieve this goal by writing a quick review, leaving a rating and subscribing to the show in your preferred podcast player. We're thankful for your support.

[Bouncy theme music fades.]